

Amendments to the Claims

This listing of claims, if entered, will replace all prior versions and listings of claims in the present application.

1. **(Currently Amended)** A method in a computer system comprising:
defining a forecast snapshot, wherein
 the defining comprises:
 receiving an interval, wherein
 the interval specifies a frequency at which forecast snapshots are
 generated,
 receiving a specified day within the interval, wherein
 the forecast snapshot is generated on the specified day, and
 receiving specified roles of participants in a reporting hierarchy of the
participants, wherein
 the forecast snapshot comprises information regarding a member of ~~[[the]]~~
 an organization, and
 the information indicates the member is assigned one of the specified roles
 in the reporting hierarchy;
causing a processor of the computer system to determine if a valid reporting hierarchy ~~of
the participants~~ has been defined;
causing the processor to generate an indication of validity, in response to a determination
 that the valid reporting hierarchy ~~of the participants~~ has been defined;
in response to the indication of validity, causing the processor to automatically generate
 the forecast snapshot, wherein
 the forecast snapshot is based on opportunity information of the participants, and
 the forecast snapshot comprises the opportunity information; and
causing the processor to automatically send an alert notifying the participants of the
 generation of the forecast snapshot.
2. **(Previously Presented)** The method of claim 1 wherein a participant of the
participants updates the forecast snapshot in response to the alert.

3-5. (Cancelled)

6. (Currently Amended) The method of claim 1 wherein the reporting hierarchy comprises more than one level, and the validating comprises :

detecting whether a participant of the participants is included at more than one level of the reporting hierarchy, and
detecting whether there exists only one root in the reporting hierarchy of participants.

7. (Currently Amended) The method of claim 6 further comprising ~~[[when]]~~ ;
if the reporting hierarchy of participants is invalid~~[[:]]~~ ,
notifying a user~~[[:]]~~ , and
correcting the reporting hierarchy.

8. (Currently Amended) The method of claim 1 wherein the generating further comprises:
for each participant of the participants, retrieving opportunity information; and
generating a forecast summary in accordance with the reporting hierarchy of the participants, wherein
the forecast summary is based on the opportunity information retrieved for each participant of the participants.

9. (Previously Presented) The method of claim 1 wherein the forecast snapshot is associated with a forecast period.

10. (Currently Amended) The method of claim 8, wherein the forecast snapshot further comprises:
the forecast summary, wherein
the forecast summary comprises one or more data fields based on processing of the opportunity information, and

the processing of the opportunity information comprises:

~~generating an expected revenue based on an adjustment of
forecasted revenue by probabilities of an opportunity,~~
generating ~~[[the]]~~ a forecasted revenue by summing revenue of at
least one opportunity, and
generating an expected revenue based on an adjustment of the
forecasted revenue by probabilities of an opportunity;

a best case based on a prediction of the forecasted revenue; and
an audit trail of edits to the forecast summary.

11. (Previously Presented) The method of claim 9 further comprising: receiving an indication of the forecast period.
12. (Original) The method of claim 1 wherein the forecast snapshot is automatically generated based on the day and interval.
13. (Previously Presented) A computer system comprising a processor and a memory, wherein the memory stores program instructions executable by the processor to:
define a forecast snapshot, wherein
the definition of the forecast snapshot comprises:
receiving a schedule, wherein
the schedule specifies a frequency at which forecast snapshots are
created, and
receiving an indication of participants, wherein the forecast snapshot
comprises information regarding the participants;
cause the processor to determine if a valid reporting hierarchy of the participants has been
defined;
cause the processor to generate an indication of validity, in response to a determination
that the valid reporting hierarchy of the participants has been defined;
in response to the indication of validity, automatically generate the forecast snapshot,
wherein

the forecast snapshot is based on opportunity information of the participants, and the forecast snapshot comprises the opportunity information; and automatically send an alert to the participants indicating the forecast snapshot has been created.

14. **(Currently Amended)** The computer system of claim 13, wherein the schedule is based on a user-defined interval, and the participant updates forecast information in response to the **notifying alert**.
15. **(Currently Amended)** The computer system of claim 13 wherein the ~~[[the]]~~ computer system is further configured to perform validation during the defining of the forecast snapshot.
16. **(Currently Amended)** The computer system of claim 15 further comprising: a notification component configured to notify a user, if the **reporting** hierarchy **of participants** is invalid; and a correction component configured to facilitate correcting the **reporting** hierarchy, if the **reporting** hierarchy **of-participants** is invalid.
17. **(Currently Amended)** The computer system of claim 13 wherein the ~~[[the]]~~ computer system is further configured to:
for each participant of the participants, retrieve opportunity information; and generate a forecast summary in accordance with the **reporting** hierarchy **of-the participants**, wherein the forecast summary is based on the opportunity information retrieved for each participant of the participants.
18. **(Currently Amended)** The computer system of claim 17, wherein the forecast snapshot further comprises:
the forecast summary, wherein

the forecast summary comprises one or more data fields based on
processing of the opportunity information, and
the processing of the opportunity information comprises:

~~generating an expected revenue based on an adjustment of
forecasted revenue by probabilities of an opportunity,~~
generating ~~[[the]]~~ a forecasted revenue by summing revenue of at
least one opportunity, and
generating an expected revenue based on an adjustment of the
forecasted revenue by probabilities of an opportunity;

a best case based on a prediction of the forecasted revenue; and
an audit trail of edits to the forecast summary.

19. (Original) The computer system of claim 13 wherein participants are indicated by their roles.

20. (Previously Presented) A computer-readable storage medium comprising instructions executable to implement a method, the method comprising:
receiving a schedule for generating forecast snapshots;
receiving an indication of participants to be included in the forecast snapshots;
determining if a valid reporting hierarchy of the participants has been defined;
generating an indication of validity, in response to a determination that the valid reporting hierarchy of the participants has been defined;
in response to the indication of validity, automatically generating a forecast snapshot based on opportunity information of the participants, wherein the forecast snapshot comprises the opportunity information, and the forecast snapshot is generated in accordance with the schedule; and
automatically sending an alert notifying the participants of the generation of the forecast snapshot.

21. (Previously Presented) The computer-readable storage medium of claim 20 wherein the schedule is based on an interval.

22. (Previously Presented) The computer-readable storage medium of claim 21 wherein the schedule specifies a day within the interval.
23. (Previously Presented) The computer-readable storage medium of claim 20 wherein the participants are indicated by their roles within an organization.
24. **(Currently Amended)** The computer-readable storage medium of claim 20 wherein
the reporting hierarchy comprises more than one level, and
the validating comprises:
detecting whether a participant of the participants is included at more than
one level of the reporting hierarchy, and
detecting whether there exists only one root in the reporting hierarchy **of
participants.**
25. **(Currently Amended)** The computer-readable storage medium of claim 24 further comprising:
notifying a user, if the reporting hierarchy **of participants** is invalid; and
correcting the reporting hierarchy, if the reporting hierarchy **of participants** is
invalid.
26. **(Currently Amended)** The computer-readable storage medium of claim 20 wherein the automatically generating the forecast snapshot comprises:
for each participant of the participants, retrieving opportunity information, and
generating a forecast summary in accordance with the reporting hierarchy **of the
participants.** wherein
the forecast summary is based on the opportunity information retrieved for
each participant of the participants.
27. **(Currently Amended)** The computer-readable storage medium of claim 26, wherein the forecast snapshot further comprises:

the forecast summary, wherein

the forecast summary comprises one or more data fields based on

processing of the opportunity information, and

the processing of the opportunity information comprises:

~~generating an expected revenue based on an adjustment of~~

~~forecasted revenue by probabilities of an opportunity,~~

generating ~~[[the]]~~ a forecasted revenue by summing revenue of at

least one opportunity, and

generating an expected revenue based on an adjustment of the

forecasted revenue by probabilities of an opportunity;

a best case based on a prediction of the forecasted revenue; and

an audit trail of edits to the forecast summary.